

## insights

TYPES NOT MAPPED YET June 22, 2017 | TTR not mapped yet | Jeffrey N. Brown

# Help from the Dark Side: A Litigator's Perspective on Commercial Real Estate Issues

### Webinar

ADR, Liquidated Damages, and Letters of Intent.

These issues should be considered well in advance when contemplating a possible real estate transaction as they can lead the way to minimizing exposure and maximizing recovery in the event of a dispute arising from the transaction. This presentation will focus on the following aspects of these issues:

#### ADR

- Traditional dispute resolution
- Litigation
- Mediation
- Binding arbitration
- Judicial reference in California

#### Liquidated Damages

- Definition
- Is it enforceable? Yes, if not a penalty
- Definition of penalty

#### Letters of Intent

- Definition
- What makes a LOI binding/nonbinding?
- Pre-contract terms to consider

#### CLE

The live presentation of this program was approved for 1.0 hour general CLE credit in California and Illinois and 1.2 hours of general CLE credit in Missouri. CLE credit is no longer available for this recording.

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